

ILLEGIB

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THE PERKIN-ELMER CORPORATION

ELECTRO-OPTICAL DIVISION

MEMORANDUM

STATINTL

TO:

[Redacted]

DATE: August 2, 1962

FROM:

[Redacted]

STATINTL

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STATINTL SUBJECT:

[Redacted]

Subcontract to Special Projects, [Redacted]

[Redacted]

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As per our conversation of August 2, 1962, we would appreciate any support you might give us in impressing [Redacted] with the critical importance of their work for us and the urgency of their striving toward the earliest possible delivery.

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In previous negotiations [Redacted] we had entertained delivery of the basic "platform" and electronic "bridge assembly" by the end of September and based portions of our schedule for the Customer on accomplishment of this event. In the present contract (copy of PO 88950 attached), [Redacted] is unwilling to be committed to any date earlier than October 22 for items #2 and #3, platform and bridge. Their hesitation is undoubtedly owing in part to the risk they run delivery-wise with their subcontract [Redacted] from whom we requested [Redacted]

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We have no legitimate argument with their contractual commitment or their efforts to date. My thought was that if we could now impress [Redacted] and [Redacted] with the importance of bettering, or of at least meeting their delivery commitments, we might avoid any lethargy (unknown to us) or future delivery slippage.

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Perkin-Elmer Purchasing has been in contact with [Redacted] Sales Manager, Product Development Department. Your personal contact [Redacted] or with some higher level of management [Redacted] might well give further impetus to their efforts. We would be grateful for whatever help you might provide toward this goal.

STATINTL

[Redacted]

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cc:

[Redacted]

ROF/js

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